

**DEPARTMENT OF THE NAVY OFFICE OF
SMALL BUSINESS PROGRAMS**

**Small Business Buying
Command Top 5 NAICS Codes**



Who are We?



MR. JIMMY D. SMITH
DIRECTOR

Department of the Navy (DON)
Office of Small Business Programs (OSBP)

The DON Small Business Enterprise is comprised of cross-functional acquisition workforce that utilizes defense focused business acumen to identify, integrate, and advocate for the added value of small business, innovative business startups and non-traditional suppliers.



MR. ROBERT SMITH
DIRECTOR

Small Business Innovation Research (SBIR)/
Small Business Technology Transfer (STTR)

The DON SBIR/STTR Programs leverage small business agility to measurable naval advantage for the National Defense Strategy, continually exploring collaborations to deliver innovation faster.

Connect with us on social media!



<https://www.facebook.com/NAVYOSBP>



@DON_OSBP



<https://www.linkedin.com/showcase/deptofnavysmallbusiness>



<https://www.youtube.com/c/donosbp>



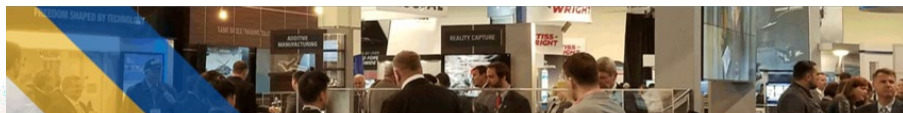
Subscribe to our mailing list to be notified of our Webinar series and special talks. We cover a variety of topics so that we can answer your questions real time. Past topics can be found on our YouTube channel.

Topics include:

- SeaPort-NxG
- How to Conduct Business with the Navy & Marine Corps
- The Rule Making Process & Government Industry Communications
- DON Small Business Utilization
- SBIR/STTR Introduction
- Being Procurement Ready
- Other Transaction Authority

Upcoming Events

www.seaairspace.org



SeaAirSpace



Join Us August 3rd for
Small Business Day!

August 1-4, 2021

STEM Expo: Aug. 1 | Conference and Exposition: Aug. 2-4

Gaylord National Resort & Convention Center
National Harbor, Maryland



Scheduled: September 1st & 2nd
Visit our website for more information!



Navy Office of Community Outreach (NAVCO)

[http://outreach.navy.mil/
Navy-Weeks](http://outreach.navy.mil/Navy-Weeks)

Phone: 901-847-7048

- Orlando, FL
14 April(VIRTUAL)
- San Antonio, TX
19-25 APR (VIRTUAL)
- Spokane, WA
10-16 MAY (VIRTUAL)
- Buffalo, NY
14-20 JUN (VIRTUAL)
- Kansas City, MO
28 JUN-4 JUL
- Fargo, ND
19-25 JUL
- Boise, ID
23-29 AUG
- Minneapolis, MN
27 SEP-3 OCT
- Austin, TX
1-8 OCT
- Denver, CO
11-17 OCT
- Columbia, SC
18-24 OCT
- Santa Fe, NM
8-14 NOV
- Cheyenne, WY
26 JUL-1 AUG

Doing Business With the DON

Want to do business with DON?

Below are ten steps to help you get started.
More detailed explanations can be found at:

<https://www.secnv.navy.mil/smallbusiness/pages/doing-business.aspx>



Identify your product or service using the North American Industry Classification System (**NAICS**). This is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

<https://www.census.gov/eos/www/naics/>



Obtain a Data Universal Numbering System (**DUNS**) Number, register at the beta System for Award Management (SAM) website (<https://beta.sam.gov/>) and obtain a Commercial and Government Entity (**CAGE**) Code.



Register in the Small Business Administration (**SBA**) Dynamic Small Business Search system and investigate other SBA resources and small business programs.



Familiarize yourself with Federal, Department of Defense (DoD), and Navy contracting procedures.



Identify the Navy and Marine Corps contracting activity that purchases your product or service and contact the Small Business Specialist on-site. Visit the "**Search what the DON Buys**" feature on the DON OSBP Website.



Identify current and future Navy and Marine Corps procurement opportunities (Review the Long Range Acquisition Forecasts).



Investigate **Federal Supply Schedule** contract (<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedules>)



Investigate other DoD programs including **Mentor-Protégé, Public-Private Talent Exchange**, etc.



Explore subcontracting opportunities. These can be found at the **Federal Procurement Data System-Next Generation** (<https://www.FPDS-NG.gov>).



Seek additional assistance as needed in DoD and DON marketplace.

**Headquarters,
United States Marine Corps Installation
and Logistics Command
(MC I&L)**



Mr. Carlton Hagans
Small Business Director
HQ, Marine Corps I&L
(703) 604-3656 – Office
carlton.hagans@usmc.mil
www.iandl.marines.mil

Drive logistics plans, policies, and initiatives to increase the capability, endurance and reach of the Marine Air Ground Task Force. MC I&L provides ready and resilient bases that are exceptional training and force projection platforms, while also ensuring exemplary quality of life for Marines, Sailors and their families. MC I&L leads innovation and modernization efforts that focus logistics and infrastructure development through the 21st Century.

FY20 Top 5 Small Business Execution - MC I&L	
NAICS	FY20 SB Awards (\$M)
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$44.6
541330: ENGINEERING SERVICES	\$34.1
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$29.0
493190: COMPUTER SYSTEMS DESIGN SERVICES	\$26.0
561210: FACILITIES SUPPORT SERVICES	\$25.5

**Marine Corps Systems Command
(MCSC)**

Mr. Kyle Beagle
Small Business Director
MCSC
(703) 432-3946 – Office
kyle.beagle@usmc.mil
www.marcorsyscom.marines.mil

Serve as the Department of the Navy's systems command for Marine Corps ground weapon and information technology system programs in order to equip and sustain Marine forces with expeditionary and crisis-response capabilities.

FY20 Top 5 Small Business Execution - MCSC	
NAICS	FY20 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$187.1
541519: OTHER COMPUTER RELATED SERVICES	\$61.8
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$41.2
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$28.9
333314: OPTICAL INSTRUMENT AND LENS MANUFACTURING	\$23.7

Military Sealift Command (MSC)



Ms. Leah Baker

Small Business Director, MSC
(757) 443-2717 – Office
leah.baker@navy.mil
<https://sealiftcommand.com>

MSC safely operates, supplies, and maintains the ships that provide logistics support, conduct special missions, move military equipment, supply combat forces, provide humanitarian relief, and strategically position combat cargo around the world.

FY20 Top 5 Small Business Execution - MSC

NAICS	FY20 SB Awards (\$M)
483111: DEEP SEA FREIGHT TRANSPORTATION	\$516.0
336611: SHIP BUILDING AND REPAIRING	\$332.7
541330: ENGINEERING SERVICES	\$43.7
541513: COMPUTER FACILITIES MANAGEMENT SERVICES	\$26.7
336611: NAVAGATIONAL SERVICES TO SHIPPING	\$17.9

Naval Air Systems Command (NAVAIR)



Mr. Shelby Butler

Small Business Director, NAVAIR
(301) 757-9044 – Office
shelby.butler@navy.mil
<https://www.navair.navy.mil/>

Provide full life-cycle support of naval aviation aircraft, weapons and systems operated by Sailors and Marines. This support includes research, design, development and systems engineering; acquisition; test and evaluation; training facilities and equipment; repair and modification; and in-service engineering and logistics support.

FY20 Top 5 Small Business Execution - NAVAIR

NAICS	FY20 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$807.0
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$773.5
336411: AIRCRAFT MANUFACTURING	\$223.0
541712: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$130.7
336413: OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$116.3

Naval Facilities Command (NAVFAC)



Ms. Bianca Henderson
Small Business Director, NAVFAC
(202) 685-9129 – Office
bianca.d.henderson@navy.mil
<https://www.navfac.navy.mil/>

NAVFAC is the Naval Shore and Expeditionary Systems Command that plans, builds, and maintains sustainable facilities, delivers environmental, utilities and other base services, and acquires and manages expeditionary combat force systems and equipment.

FY20 Top 5 Small Business Execution – NAVFAC

NAICS	FY20 SB Awards (\$M)
236220: COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$2.18B
561210: FACILITIES SUPPORT SERVICES	\$435.1
541330: ENGINEERING SERVICES	\$235.7
238220: PLUMBING, HEATING, AND AIR-CONDITIONING CONTRACTORS	\$202.7
562910: REMEDIATION SERVICES	\$158.5

Naval Sea Systems Command (NAVSEA)



Ms. Anne Bannister
Small Business Director, NAVSEA
(202)781-2061 — Office
Patricia.Bannister@navy.mil
www.navsea.navy.mil

Design, build, deliver and maintain ships and systems on time and on cost for the United States Navy.

FY20 Top 5 Small Business Execution - NAVSEA

NAICS	FY20 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$1.47B
336611: SHIP BUILDING AND REPAIRING	\$1.13B
334511: SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$289.7
334111: ELECTRONIC COMPUTER MANUFACTURING	\$87.6
541519: OTHER COMPUTER RELATED SERVICES	\$83.3

Naval Supply Systems Command (NAVSUP)



Mr. Chris Espenshade
Small Business Director, NAVSUP
(717) 605-1663 — Office
christpher.m.espens@navy.mil
www.navsup.navy.mil

Provide supplies, services, and quality-of-life support to the Navy and Joint warfighter. Manage supply chains that provide material for Navy aircraft, surface ships, submarines and their associated weapons systems. Provide centralized inventory management for Navy's non-nuclear ordnance stockpile. Provide a wide range of base operating and waterfront logistics support services, coordinating material deliveries, contracting for supplies and services, and providing material management and warehousing services.

FY20 Top 5 Small Business Execution - NAVSUP	
NAICS	FY20 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$416.5
541519: OTHER COMPUTER RELATED SERVICES	\$100.8
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$65.2
541512: COMPUTER SYSTEMS DESIGN SERVICES	\$57.2
561210: FACILITIES SUPPORT SERVICES	\$42.5

Naval Information Warfare Systems Command (NAVWAR)



Mr. Daniel Deconzo
Small Business Director, NAVWAR
(858) 537-0305 – Office
daniel.deconzo@navy.mil
<https://www.public.navy.mil/navwar>

Identify, develop, deliver and sustain information warfighting capabilities supporting naval, joint, coalition and other national missions.

FY20 Top 5 Small Business Execution - NAVWAR	
NAICS	FY20 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$1.20b
541519: OTHER COMPUTER RELATED SERVICES	\$187.7
334220: RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$112.0
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$82.7
443120: COMPUTER AND SOFTWARE STORES	\$57.8

Office of Naval Research (ONR)



Ms. Ellen Simonoff

Small Business Director, ONR
(703) 696-6994 – Office
ellen.simonoff@navy.mil
<https://www.onr.navy.mil/>

ONR was established to plan, foster, and encourage scientific research in recognition of its paramount importance as related to the maintenance of future naval power and the preservation of national security. ONR explores the cutting edge of science and technology (S&T) and strives to transition that S&T into acquisition programs throughout the Navy and Marine Corps.

FY20 Top 5 Small Business Execution - ONR

NAICS	FY20 SB Awards (\$M)
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$231.0
541712: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT BIOTECHNOLOGY)	\$166.7
541330: ENGINEERING SERVICES	\$62.9
541690: OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	\$12.9
541511: CUSTOM COMPUTER PROGRAMMING SERVICES	\$11.1

Strategic Systems Programs (SSP)



Ms. Marita Thompson

Small Business Director, SSP
(202) 685-9129 – Office
marita.thompson@ssp.navy.mil
<https://www.ssp.navy.mil/>

SSP directs the end-to-end effort of the Navy's Strategic Weapons Systems to include training, systems, equipment, facilities and personnel; and fulfill the terms of the US/UK Polaris Sales Agreement.

FY20 Top 5 Small Business Execution - SSP

NAICS	FY20 SB Awards (\$M)
541330: ENGINEERING SERVICES	\$18.9
541715: RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$16.6
541519: OTHER COMPUTER RELATED SERVICES	\$15.1
541611: ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$7.4
541513: COMPUTER FACILITIES MANAGEMENT SERVICES	\$6.1